

http://www.jms.cc/ Company Code No. 7702

Financial Statements for the 2<sup>nd</sup> quarter of fiscal year ending March 31, 2014 (From Apr. 1, 2013 to Sep. 30, 2013)

### Summary of consolidated results

The assessment figures described on this report are based on available information at this moment, including uncertain data. Actual results may be different from the figures.

### Highlights in Business Results



#### 4th straight year of increased sales, but decreased profit for first half of the FYE Mar. 2014

Sales: JPY 25,714 million, up 7.4%

(%: compared with previous year)

#### [Japan]

-Continued growth in the sales of Infusion / Transfusion-related products and medical gloves

#### [Overseas]

- -Positive sales of apheresis kits for the OEM business
- -Continued solid sales of safety scalp vein sets
- -Influence of exchange conversion by the weak yen

Operating income: JPY 196 million (down 80.3%),

Ordinary income: JPY 444 million (down 62.5%), Net income: JPY 200 million (down 71.7%)

**Profit** 

-Increase of labor costs as well as selling expenses such as freight and fees etc.

#### Revision of consolidated business forecast for the FY ending Mar 31. 2014

Because of the above mentioned reason, consolidated business forecast for the fiscal year ending March 31, 2014 has been revised

### Consolidated Business Results



#### 4th straight year of increased sales, but decreased profit

(unit: JPY million)

	Apr Sep. 2012	Apr Sep. 2013		Year	Diff. from
	Results	Previous Forecast	Results	-over- Year	forecast
Sales	23,946	25,000	25,714	7.4%	2.9%
Operating Income	994	1,000	196	(80.3%)	(80.4%)
Ordinary Income	1,185	1,050	444	(62.5%)	(57.7%)
Net Income	709	650	200	(71.7%)	(69.2%)
Net Income per share	JPY 16.45	JPY 13.33	JPY 4.12		

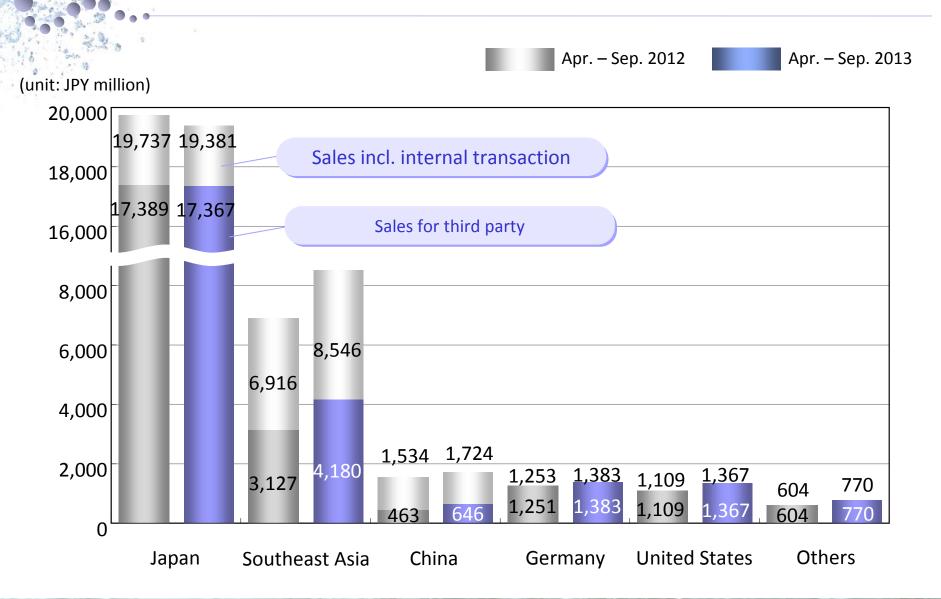
#### Exchange Rate (average during period)

(unit: JPY)

US Dollar	79.41	95.00	98.85	 
Euro	103.45	120.00	125.50	 
Singapore Dollar	63.23	75.00	78.55	 

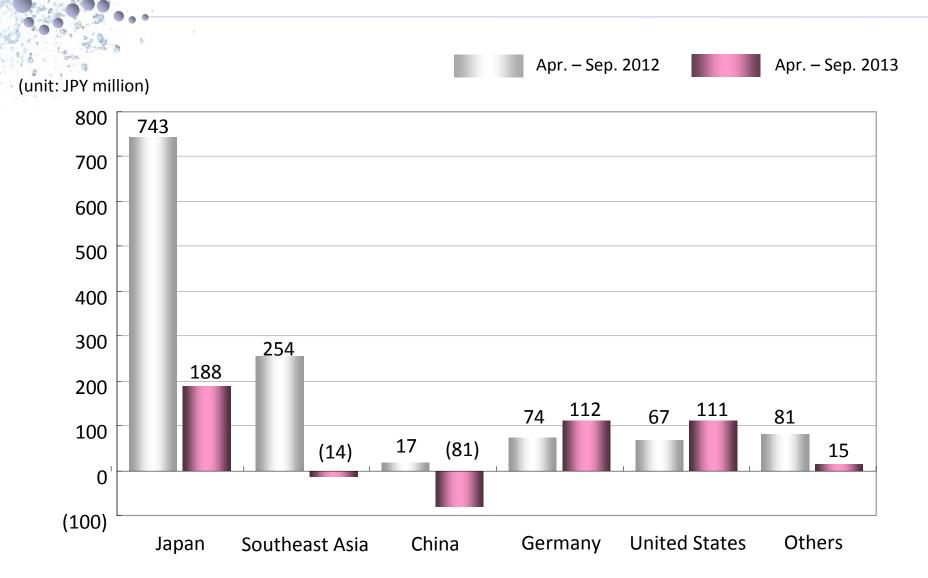
### Sales by segment (geographical area)





### Profit by segment (geographical area)





### Summary by segment (geographical area)







Japan

Sales 19,381 JPY mil. (1.8%)

Ordinary Income 188 JPY mil. (74.7%)

-Continued growth in the sales of Infusion / Transfusion-related products and medical gloves was offset by the sales drop of hemodialysis machine and its ancillary equipments



Southeast Asia Sales 8,546 <sub>JPY mil.</sub> 23.6%

Ordinary Income (14) JPY mil.

-Despite the stagnant sales of hemodialysis blood tubing sets for Japan, apheresis kits for the OEM customer boosted net sales

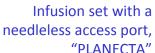


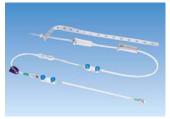
China

Sales 1,742 JPY mil. 12.3%

Ordinary Income (81) JPY mil.

-Despite the sales drop of infusion sets for Japan, continued growth in the sales of AV fistula needles for Western and domestic markets raised net sales





Infusion set is used for drug administration to a human body. "PLANECTA" is a needleless access port, allowing connections without a needle, which offers minimized infection risk to patients and medical staff by reducing the risk of contamination coming from blood or solution, and preventing needle-stick accidents.



# Medical Gloves (Surgical, Examination and Treatment Use)

Gloves are used for various medical fields such as surgery and examination etc. Synthetic latex gloves for medical professionals with latex allergies are on our product lineup as well as natural latex gloves.

### Summary by segment (geographical area)



%: year-over-year



Sales	1,383 JPY mil.	10.3%
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Ordinary Income 112 JPY mil. 51.8%

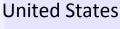
-Strong sales of blood purification-related products for domestic market raised net sales



Sales	1,367 JPY mil.	23.3%

Ordinary Income 111 JPY mil. 63.8%

-Continued solid sales of safety scalp vein sets for North America boosted net sales





Others

Sales	770 JPY mil.	27.5%

Ordinary Income 15 JPY mil. (80.7%)

#### AV Fistula Needle

AV fistula needle is for pulling blood from a patient during a dialysis therapy.

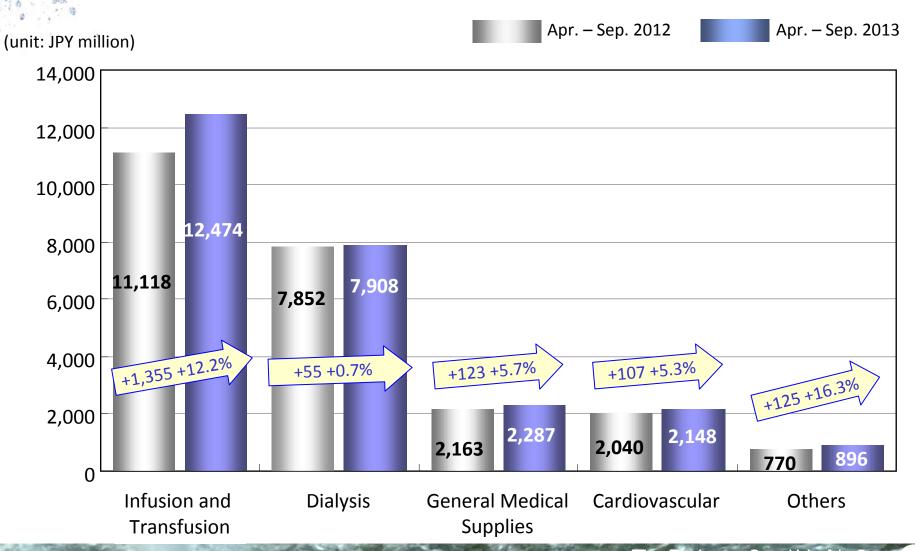


#### Safety Scalp Vein set

Safety scalp vein set is an injection needle with tube for infusion and blood sampling. It has a safety function to prevent medical staff from accidental needle sticks.

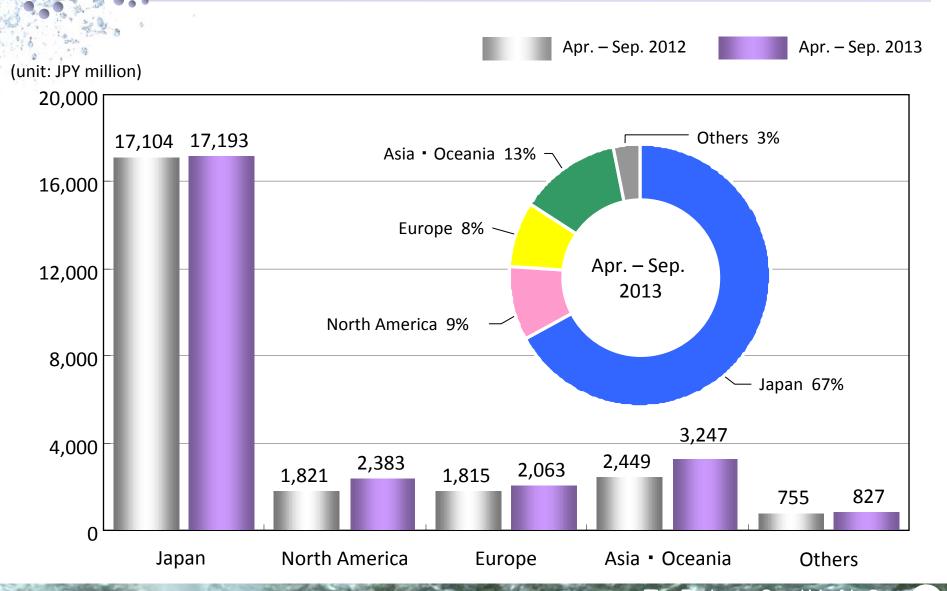
# Sales by Business Segment





### Sales by Segment (Customer's Location)

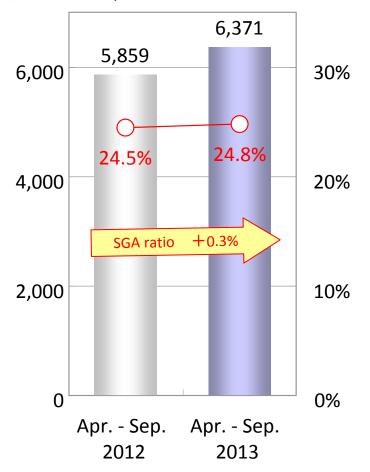






## Selling, General and Admin. Expenses

#### (unit: JPY million)

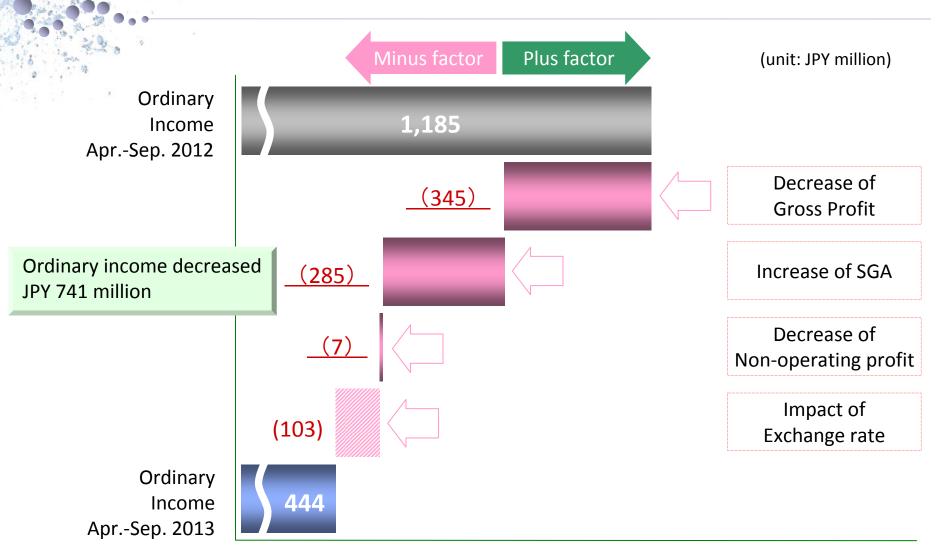


(unit: JPY million)

	Apr Sep. 2012	Apr Sep. 2013	Diff.	Year -over- Year
Labor Cost	2,621	2,797	175	6.7%
Transport	689	790	101	14.7%
R & D	610	585	(25)	(4.1%)
Depreciation	167	196	28	17.3%
Others	1,770	2,001	231	13.1%
Total	5,859	6,371	511	8.7%

#### Ordinary Income: Compared with the previous year





The underlined figures exclude impact of exchange rate.

### Forecast for FYE Mar. 2014



(unit: JPY million)

(diffe 31 1 million)					
	FYE Mar. 2013	YE Mar. 2013 FYE Mar. 2014 Forecast			
	Result	Previous Forecast	New Forecast	Amount Changed	
Sales	49,068	51,500	52,500	1.9%	
Operating Income	1,594	2,100	1,000	(52.4%)	
Ordinary Income	1,879	2,300	1,200	(47.8%)	
Net Profit	1,277	1,400	600	(57.1%)	
Net profit per hare	JYP 29.41	JYP 28.70	JYP 12.30		
Exchange Rate (average during period) (unit: JPY)					
US Dollar	83.10	95.00	97.00		
Euro	102.63	120.00	127.00		
Singapore Dollar	66.88	75.00	79.00		

Consolidated business forecast for the fiscal year ending March 31, 2014 has been revised, due to the above mentioned business results.

#### < Apr. – Sep. 2013 >



- Date shows the press release date.

Launching new product "PEKO PANDA", Tongue muscle training tool.

Sep. 27, 2013

Tongue muscle training tool "PEKO PANDA"



- Launching new product "JPAD CU-SP1", Automated external defibrillator.

Sep. 20, 2013

Automated external defibrillator "JPAD CU-SP1"



- Launching new product "LEG SCIENCE MAI", Medical elastic stockings. Jun. 27, 2013

### The Bridge to Good Health Care



JMS will continue its activities for contributing to medical care, with our corporate philosophy "Patient comes first".

JMS continue to dedicate effort to creating happiness for patients, their families and medical staff in line with its basic principle, "delivering goods and services for our customer's satisfaction".

Thank you very much for your patronage and support.